

11 December 2020

Company Announcements Office **Australian Securities Exchange** 20 Bridge Street, SYDNEY NSW 2000

Dear Sir or Madam,

# **AGM PRESENTATION**

MyFiziq Limited (ASX: MYQ) ("Company") is pleased to provide shareholders with its latest Company Presentation – Dec 2020 ("Presentation") in relation to the AGM scheduled for 11am this morning, Friday 11 December 2020. The Presentation is also available on the Company's website: http://www.myfiziq.com/investors

Authorised for release to ASX by Steven Richards, Company Secretary and Chief Financial Officer.

Yours faithfully,

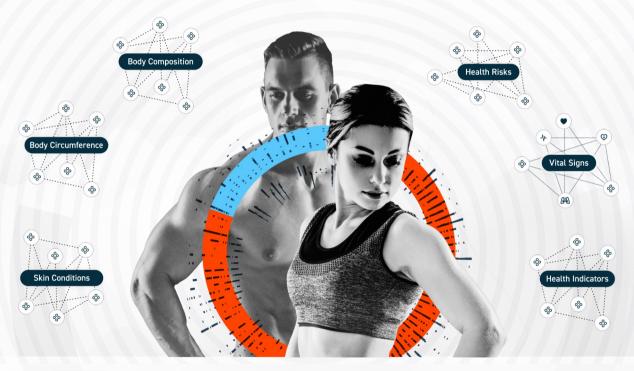
**Steven Richards** 

Company Secretary/ Chief Financial Officer MyFiziq Limited



# **Advanced Human Imaging.**

by ITYFIZIQ





























# 44

Most of the money in healthcare goes to the cases that weren't identified early enough. It will take some time but things that we are doing now – that I'm not going to talk about today – those give me a lot of cause for hope."





# **Corporate Overview.**

### CAPITAL STRUCTURE

All values as at 09/12/2020	
Ticker	ASX:MYQ
Share Price (AUD)	\$1.18
Current Shares On Issue (undiluted)	120.33m
Capitalisation	\$141.99m
Convertible Note	\$2.05m
Enterprise Valuation	\$139.1m
Cash at Bank	\$5.0m

### Approx. Monthly Burn

- Current (COVID-19)	\$235K
- Normal	\$335K

Performance Rights and Options	
- Options	15.06m
- Performance Rights	15.75m
Fully Diluted Shares	151.1m

#### SHARE PRICE PERFORMANCE (AUD



#### SHARE HOLDER BREAKDOWN

Staff, Board, Advisors Shareholders







# **Advanced Human Imaging**

Smartphone-based human scanning technology, with a diverse range of data-driven applications across multiple industries.

+ Fitness

+ mHealth

+ Life/Health Insurance

+ Apparel

### Your App, Your Data

- Private and secure
- Utilizes state of the art end to end encryption
- + No personally identifiable data leaves the phone

### No Extra Hardware Required

- Non-invasive, low-cost, and accessible
- Simplifies collection of measurements
- Runs entirely on a smartphone 1
- Supports iOS and Android

#### COMPLETESCAN

Multi-scan solution comprising of BodyScan, FaceScan and DermaScan

PLATFORMS

ISSUED PATENTS









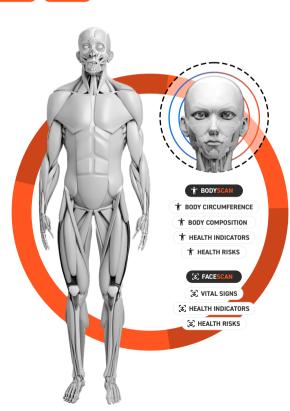












#### Flexible integration

- Pre-built components that can be themed to meet the branding needs of partners and accelerate time to market
- + A modular integration solution using a native Software Development Kit (SDK)
- Full documentation available for iOS and Android
- Custom integration options available

### Pioneering Scan Technology

- Global data collection
- Proprietary machine learning models
- Patented in major jurisdictions
- Hardware optimized
- Accuracy and repeatability externally validated

#### Research

Obesity and visceral fat in Indonesia: An unseen epidemic? A study using iDXA and surrogate anthropometric measures

DXA reference values and anthropometric screening for visceral obesity in Western Australian adults



# CompleteScan.

A multi-scan solution comprising of BodyScan, FaceScan, and DermaScan unlocking a multitude of biometric markers and risks.

CompleteScan by **IIIYFIZIQ** 

+ Fitness

+ mHealth

+ Life/Health Insurance

### Your Body, Unlocked

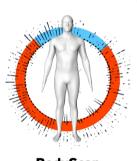
- Combined Data: With multiple scans, data can be collected and be used to unlock new data layers
- Full spectrum care: Covering cardiovascular, dermatology and chronic disease identification and prevention.
- Flexible: Each scan can be implemented separately for powerful lead generation, and new funnels of data collection
- Extend: Connect results to 3rd parties



PLATFORMS

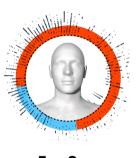


SCAN ME



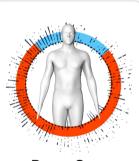
# **BodyScan**

Body circumference, body composition, health indicators, health risks.



# **FaceScan**

Unlock vital signs, health indicators, health risks.



# DermaScan

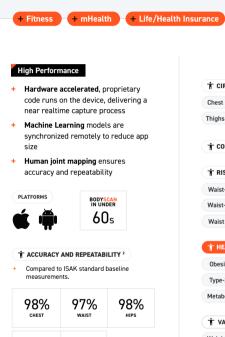
Skin disease detection for over 500 skin conditions.



# BodyScan.

A pioneering body scan technology by MyFizig. It combines proprietary deep learning models and state of the art image processing techniques that return body circumference, body composition, multiple health risks, and indicators.

Powered by MYFIZIQ

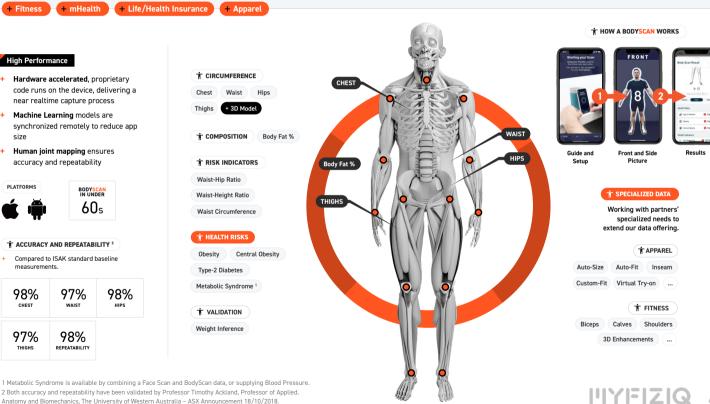


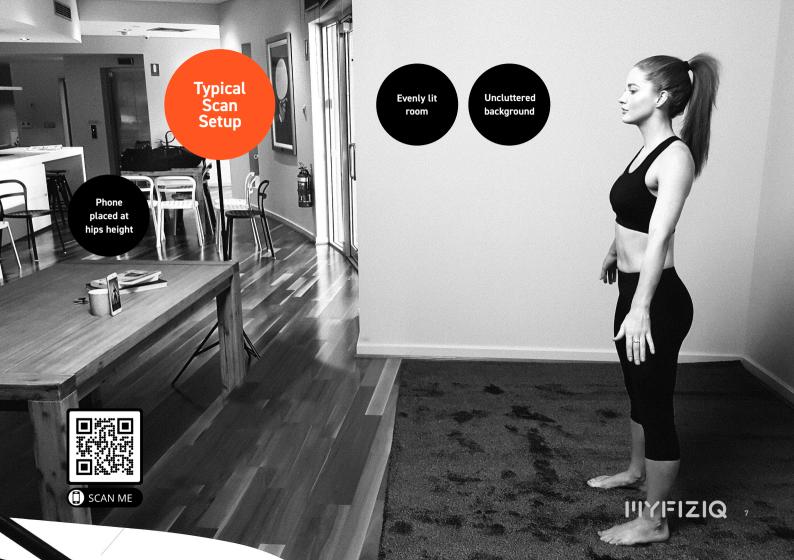
98%

REPEATABILITY

97%

3D Artwork by Aleksandrs K





# FaceScan.

Transdermal Optical Imaging techniques pave the way to a non-intrusive and easy-to-use method for measuring vital signs, and risks associated with Chronic Disease.





+ Life/Health Insurance

### Vital Signs, Unlocked

- Advanced facial tracking locks onto key regions of interest
- Transdermal Optical Imaging (TOI) is used to extract facial blood flow information from beneath the skin
- Advanced signal processing and deep learning models measure vital signs and predict physiological and psychological effects

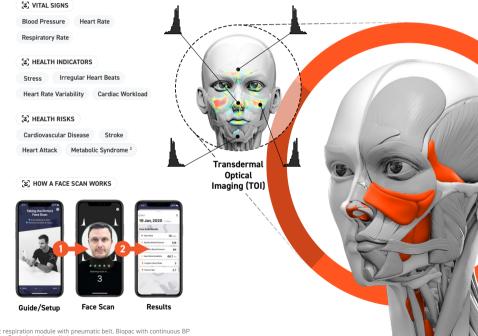




30s SCAN DURATION

(a) ACCURACY AND VALIDATION 1

99% HEART RATE	95% BLOOD PRESSURE SYSTOLIC	95% BLOOD PRESSURE DIASTOLIC
95% PULSE PRESSURE	99% REPEATABILITY	



1 Reference Device: Biopac Systems, ECG, 3-leads. Biopac respiration module with pneumatic belt. Biopac with continuous BP module, and Nurse using Auscultation Method. Framingham Study for risk prediction.

3D Artwork by Hossam Ahmed

<sup>2</sup> Metabolic Syndrome is available by combining a Face Scan and BodyScan data, or supplying Blood Pressure.

PRODUCT COMPLETESCAN

# DermaScan.

The intelligent, instant dermatological scanner with superhuman diagnostic capabilities, capable of screening for over 500 skin conditions.

+ Fitness

+ mHealth

+ Life/Health Insurance

### Instant. Accurate. Affordable.

- Self-training AI that improves with every
- Triage can detect 588 skin conditions in 133 categories, from the common to the complex
- Save time and increase patient throughput
- Instant second opinion leads to better outcomes
- Reduce malpractise risk
- Attach a dermatoscope for enhanced accuracy
- Over 160.000 users. Used over 500.000 times, with 12% of the userbase being clinicians

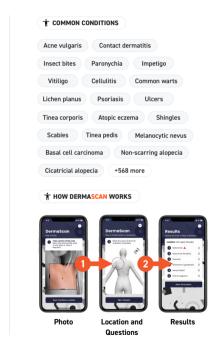


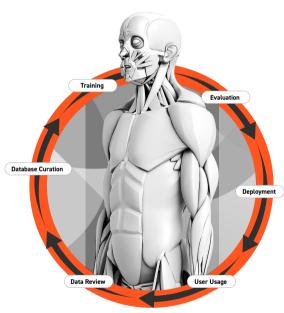
87% 73% 95% ACCURACY SPECIFICITY

PLATFORMS



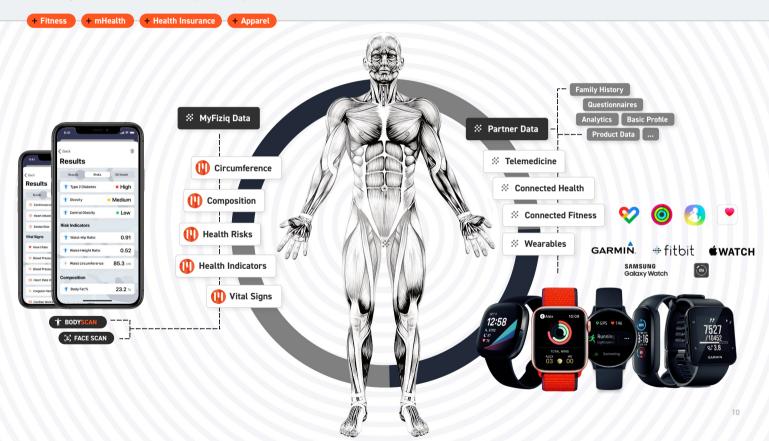






# Unlocking Data Through Convergence.

Unlock significant aspects of an individual's health, wellbeing, and chronic disease risk. The convergence of on-device scanning and external data not previously available.





# Fitness.

Measure your changes, track your progress, and see the transformation.

Market size.

\$1.0T'

## Highlights.

- A true biometric profile provides partners with a snapshot of someone's health
- Remote coaches benefit from digital health profiles for custom fitness programs rather than a one size fits all approach
- Utilize vital signs after workouts to gauge the physical intensity
- Programs are dynamically selected based on a member's biometric health status
- Track dimensional change over time and the effectiveness of programs
- Gamify dimensional change as the health of members improve

1. in 2018, Sectors: TeleHealth, Workplace Wellness, Preventive & Personalized Medicine and Public Health, Healthy Eating, Nutrition & Weight Loss, "Move to be Well; The Global Economy of Physical Activity", PDF pg. X, Global Wellness Institute, 2019
A in 2019, "Telehealth Market Size, Share & COVID-19 Impact Analysis, By Type...", Fortune Business Insights, Jul 2020

2."Teladoc to take over Livongo in \$18.5B digital health deal", Fierce BioTech, Aug 5 2020

3."OptimizeRx acquires RMDY Health for \$16M to expand digital messaging platform". Fierce Healthcare, Sept 6 2019

4."Austin-Based Remedy Raises \$10M For Telemedicine Platform And House Calls", Crunchbase News, June 26,2019

5."Buoy Health nabs \$38M Series C financing from Cigna, Optum, and Humana", Fierce Healthcare, Nov 11 2020

6."Teladoc to acquire InTouch Health for \$600M", Medcity News", Jan 12 2020



22 Partner User Target

### RECENT TRANSACTIONS







MIRROR \$500M 4

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# Integration Example: Fitness.

In App and On-device Fitness Results Tracking.



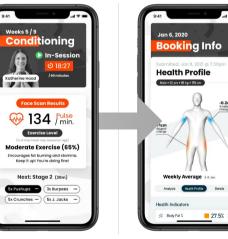














A new member signs up for a fitness app. As part of the onboarding, the member sets fitness goals and takes a body and face scan. A recommended program is displayed based on their goals and scan results.



eCoach Interaction.

An in-app guide ensures a recent face and body scan is completed before the coach can prepare the program for the member's unique health profile.



eCoach Interaction.

The coach can view the changes so far during the program, making corrections where necessary.



Real-time Workout Monitoring.

During workout stages, the pulse is measured using the face scan. Both the coach and member can see the results, ensuring the target activity level is maintained.



Program Summary.

Once the program is completed, the summary screen shows where the most change occurred on the 3D model. VERTICAL

# Life/Health Insurance.

Understanding the consumer through digital access to primary biomarkers of chronic disease and body composition allows predictive health outcomes and dynamic risk-adjusting policy underwriting.

Market size.

\$4.4T

## Highlights.

- Removes misclassification of health risk from old-fashioned BMI-dependent systems
- Upfront assessment and early intervention leads to lower claim payouts due to better health outcomes
- Limits the need to use expensive and inaccessible medical scanners and blood pressure, monitors
- Estimated premiums underwritten by AI support systems:
   \$20 billion by 2024, up from an estimated \$1.3 billion in 2019



1.by 2020, "Global Life & Health Insurance Carriers Industry - Market Research Report", IBISWORLD, Aug 18 2020,

2."Report: Digital Health VC Funding Surges to Record \$4.9 Billion in 2018", Healthcare Innovation, July 18 2018

3."23andMe lands \$300 million investment from GlaxoSmithKline". Forbes, 2018

4."<u>Teladoc to take over Livongo in \$18.5B</u> digital health deal", Fierce Biotech, Aug 5

5. "Siemens Healthineers moves deeper into cancer care, picking up radiotherapy developer Varian Medical for \$16.4B", Fierce Biotech, Aug 3 2020

6."HeartFlow Completes Series E Financing, Securing \$240 Million", Business Wire, 14 Feb 2018

7."AI-Underwritten Insurance Premiums to Go From \$1.3B to \$20B Globally by 2024" Juniper" Aug, 2019



Livongo \$18.5B 4



AMERÎCAN WELL'

Varian \$16.5B 5 HeartFlow\*

13

# Integration Example: Life/Health Insurance.

Dynamic Underwriting, Chronic Disease Intervention, and Prevention.



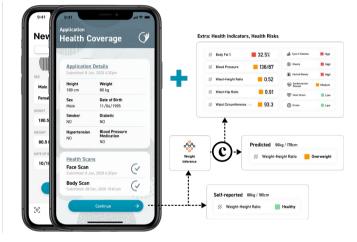


+ Life/Health Insurance











Face and BodyScan technology is available to policyholders, allowing athome assessment of chronic diseases.

## Results to Action

The results are sent to the provider and shown to the policyholder, showing them what course of action to take next.

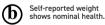
The provider intervenes and provides extra support to improve health and reduce risk.

## Road to Prevention

A regular Face and BodyScan are conducted while on a health journey, showing improvement trends and validating providers' offerings.

# Self-Reported Application

A recent Face and BodyScan is submitted by a potential policyholder, along with self-reported information, such as height and weight.



Weight inference is used to calculate alternate results, along with Health Risks.



# mHealth.

Digital technologies are becoming an essential resource for remote medicine and personalized care for individuals and groups.

### Market size.

\$1.4T

# Highlights.

- Telemedicine is at the forefront of innovation, with MyFiziq redefining how the smartphone is used for remote medical consultation
- CompleteScan, a dual-scan offering, provides a comprehensive data-set to predict the early onset of chronic diseases
- Preventative wellness and health monitoring plans can be enacted, ensuring a healthy life for all, no matter their location
- MyFiziq helps employers protect and engage their employees, resulting in improved employee retention, less sick leave, and increased ROI

1.in 2018, Sectors: TeleHealth, Workplace Weltness, Preventive & Personalized Weltness, Preventive & Personalized Weltness, Preventive & Personalized The Global Economy of Physical Activity, PDF pg. X, Global Wellness Institute, 2019 A in 2019, "Telehealth Market Size, Share & COVID-19 Impact Analysis, By Type...", Fortune Business Insidists, Juli 2020

2."Teladoc to take over Livongo in \$18.5B digital health deal", Fierce BioTech, Aug 5 2020

- "OptimizeRx acquires RMDY Health for \$16M to expand digital messaging platform", Fierce Healthcare, Sept 6 2019
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- 6."Teladoc to acquire InTouch Health for \$600M", Medcity News", Jan 12 2020



### RECENT TRANSACTIONS

Livongo°

CRMDY \$16M3 remedy \$10M4

buoy. \$38м <sup>5</sup> InTouch & Health

# Integration Example: mHealth.

Remote Assessment and Health Monitoring.







+ Telemedicine

+ Medical













### Booking Appointment

Remote appointment hooked with a remote medical professional.



### Sharing Results

Once scans are complete. the results are shared with the medical professional.



### Video Appointment

During the call, the scan results are displayed and discussed by the medical professional.

## Professional Advice

Feedback from the health professional contains lifestyle, diet and nutrition. exercise, and sleep adjustments in order to improve health conditions.



### **Built-in Monitoring**

Doctor-patient monitoring allows for progress to be tracked remotely.

Patients provide extended feedback with each weekly scan assessment.

VERTICAL

# Apparel.

MyFiziq provides the ability to measure a person accurately. Not only for online purchasing of clothing but also in-store purchasing, providing a satisfying shopping experience.

Market size.

\$810B

## Highlights.

- + Reduce wrong-size returns and related costs
- + Auto-size and fit matching algorithms
- Reduced time to purchase
- + Custom Apparel
- + Increases retention and customer loyalty through better engagement and purchase personalization

1. by 2023, "Apparel Global Market Report 2020-30: Covid 19 Impact and Recovery", Research & Markets, April 2020



# Potential Apparel Partners.

Example brands targeted by MyFiziq.

### RECENT TRANSACTIONS

Supreme \$2.1B <sup>7</sup>	BODY L Δ B S \$50-70M <sup>2</sup>	In√ertex \$un'	FARFETCH \$1.1B <sup>5</sup>	TIFFANY & CO. \$15.8B <sup>6</sup>
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<sup>2. &</sup>quot;Amazon spent at least \$50 million to buy 3D body scanning start-up Body Labs, report says", CNBC, 3 Oct 2017

<sup>3. &</sup>quot;Nike Acquires Invertex", Nike News, 9 Apr 2018

<sup>4. &</sup>quot;<u>Mega Partnership: Farfetch Links With Alibaba, Richemont</u>" WWD, Nov 5 2020

<sup>5. &</sup>quot;LVMH agrees \$15.8bn takeover of Tiffany", The Guardian, 29 Oct 2020

<sup>6. &</sup>quot;Supreme Streetwear Brand Sold to VF in \$2.1 Billion Deal" WSJ Nov 9, 2020c

# Integration Example: Apparel.

Auto-Sizing and Auto-Fit.





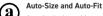












A product's size and fit are auto-populated based on the most recent BodyScan.



### Scan-based Results

Body scan measurements are used to browse the shop, excluding items that are the correct size.



### QR Codes

Size and fit options are auto-matched by brand, driving online and in-store shopping experiences.



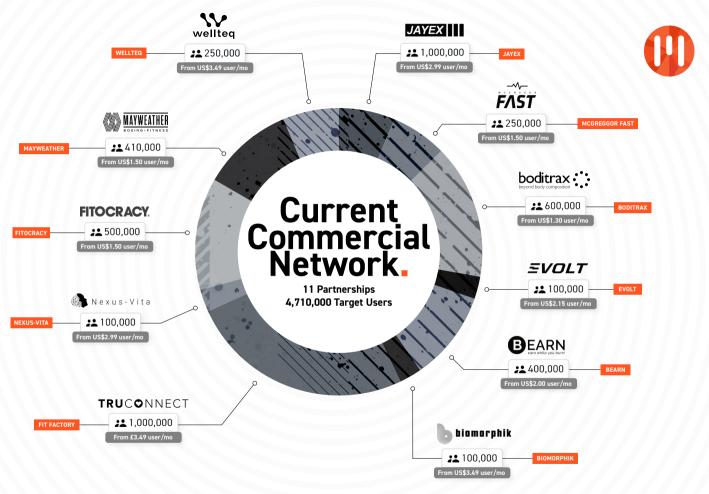
#### Custom Apparel

Custom art, initials, and branding graphics can be placed by an individual shopper, creating truly custom clothing.



### Custom Apparel

Final custom apparel purchase with all personalization intact, ready for express checkout.



# **MyFiziq Board of Directors.**



Peter Wall Non-Executive Chairman

Partner Lawyer, with 19+ years experience in: capital markets, corporate and strategic advice, securities law, commercial law and contract law.

Non-executive director of a number of ASX listed companies. LB B. Comm MAppFin FFIN.



Vlado Bosanac

CEO, Co-Founder

Over 25 years experience in venture capital and private equity. Entrepreneur, advisor and strategy consultant.

Successfully funded 10+ start-ups.

Extensive public company experience.

Highly experienced in transaction origination.



Mike Melby

Non-Executive Director

Fitness industry executive.

Tech company founder (PayDivvy - acquired by Higher One, Taplt – acquired by VC-backed Phunware).

Investment banker and private equity investor.

MBA Entrp. Man, BA, Political Economy.



Nick Prosser

Non-Executive Director

15+ years experience in the ICT industry.

Director of a number of private companies in Australia and

Former founder of Canberra Data Centres which were acquired by Infratil and Commonwealth Superannuation Corporation for an enterprise value of \$1.16 billion in 2016.



Dato Low Koon Poh

Non-Executive Director

Shareholder and Executive Director of an Singapore Exchange listed company.

Over 20 years in accounting and corporate finance.

Entrepreneur, advisor and investor.

Fellow of ACCA (UK) and MIA (Malaysia).



Steven Richards

CFO, Company Secretary

Qualified Chartered Accountant 15+ years experience at CFO level

Worked in high-growth and tech environments at PUMA Sports, Quicksilver, HealthEngine, Airscope industries, and RameSys Global. (Hons) B.Comm, MBA, Chartered Accountant, Finance, Leadership and Strategy.

# **Management Team.**

David Tabb
Chief Operations Officer

**Terence Stupple**Chief Technology Officer

**Dr Amar El-Sallam**Chief Science Officer

Ryan Snowden
Chief Design Officer

Phillip Cooper

Lead Software Developer

Adam Phoenix
Lead Software Developer

Dr. Neeraj Dhungel

Computer Vision and Machine Learning Scientist

#### SUPPORTED BY



Bill Bradford

Vice President, USA

Currently Chief Product Officer at Pvolve - FitTech startup based in NYC.

Recently Chief Digital Officer at Beachbody, LLC - launched Beachbody on Demand leading to US\$1 Billion in total annual revenue.

Previously SVP, Digital Media Fox Broadcasting (Fox.com), VP, Product Management – Yahoo! , AOL Executive Director, Product Management.

Former U.S. Army Officer.



Brian Kirkbride

Strategic Advisor

Venture capital and private equity investor, start-up founder, and brand executive.

Former GM at Nike+ Fuel Lab and Global Head of Business Development for Nike+.

MBA, BA Economics and Japanese.



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**VLADO BOSANAC** 

CEO, Co-Founder info@myfiziq.com

STEVEN RICHARDS

Chief Finance Officer info@myfiziq.com

